

THE ULTIMATE FINISH

APRIL 2017 ISSUE 19

BUILT FOR PERFORMANCE

Win Big with Axalta



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The Bodyshop Training Revolution

Welcome to Axalta Interactive

Help Aussie Kids Have a Brighter Future

New Sagola 4600 Xtreme Spray Gun

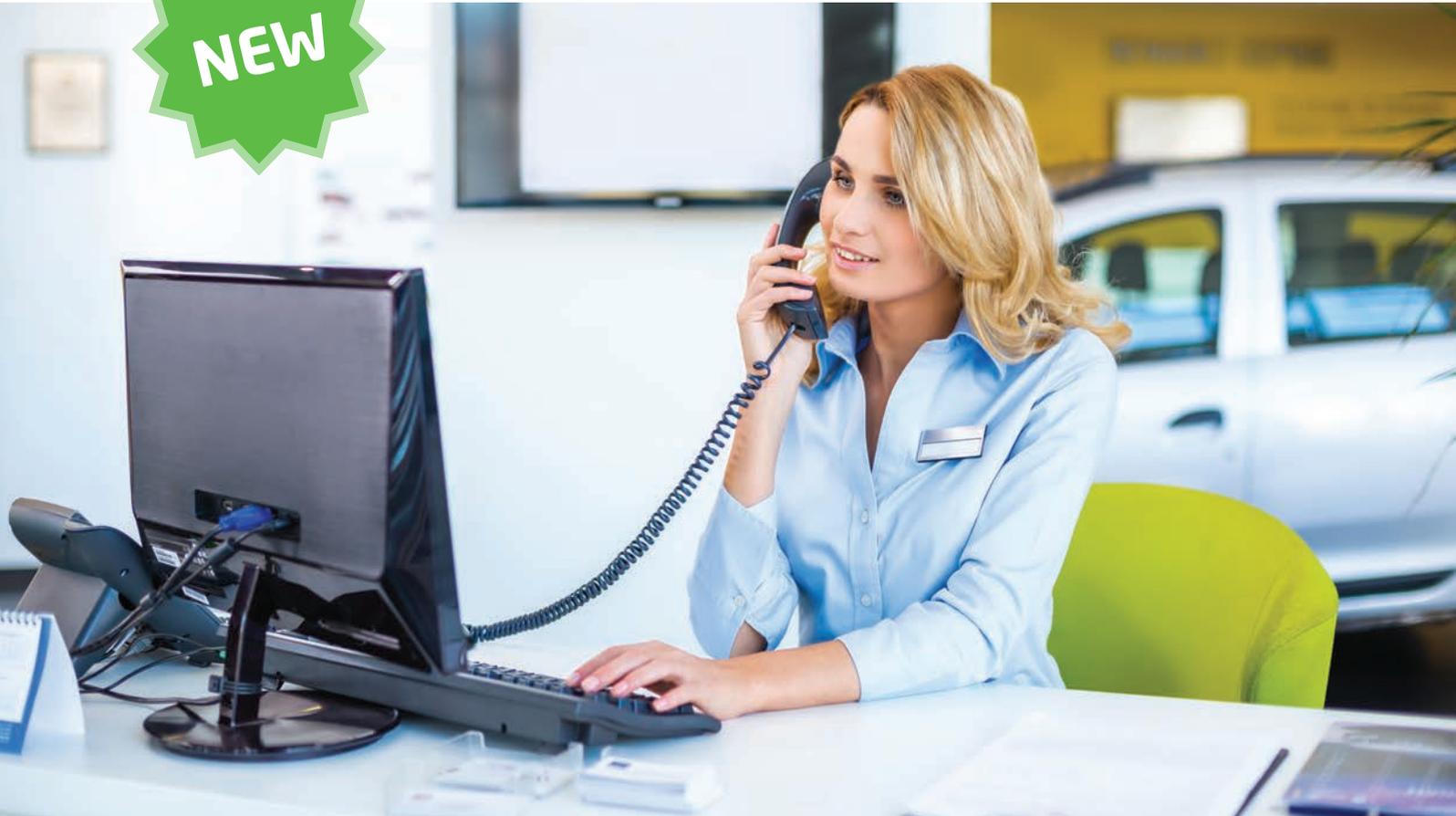




SEAMLESS

Bodyshop Management

NEW



THE SMART BODYSHOP MANAGEMENT SYSTEM

SEAMLESS, the smart bodyshop management system, is designed to support the smooth and continuous flow of work through your facility.

SEAMLESS Bodyshop Management includes all the functionality to operate an efficient and smart bodyshop business. This web based system is accessible on any smart device that has an internet connection. Having access to accurate data at your fingertips allows you to understand your business better and ultimately helps you to make more informed decisions.

SEAMLESS provides three key modules to the standard configuration, giving you all the functionality you need:



Bodyshop Management



Shop Floor Data Collection and



Vehicle Repair Tracking.

OPERATING MULTIPLE SITES?

- SEAMLESS is scalable for multi-site operations
- Enables complete management reporting for each site
- Can be integrated into a dealership management system
- Provides connectivity and integration with other estimating systems and data collection systems



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Message from the **MANAGING DIRECTOR**

Evolving for future growth

To adapt, grow and thrive in the modern economy, every industry needs to embrace new technology to ensure it's creating sustainable pathways towards a successful future. At Axalta Coating Systems, innovation is one of our core values; we are committed to unearthing the newest, most efficient and productive technologies so that our customers can make the most of our products and services.

To this end, we have been investing in one of the fastest-growing segments of the digital marketplace: Augmented Reality (AR).

Axalta Interactive brings AR to the smash repair industry in a custom-made app, which leverages the same technology used by Pokémon Go®, to give you an immersive content experience – complete with holograms. Turn to page 6 for more.

At Axalta, we also recognise that the future of our industry lies in attracting good quality young apprentices. In an environment that continues to become more technical and demanding with each year that passes, it's essential that the automotive industry supports its young talent, which is why we've recently partnered with TAFE to support our next generation of refinishers.

We showcase the new Standothek guide for special effect paints. Standothek provides an easy to understand guide on how to tackle the complex issues associated with special effect paint applications (page 9).

We also highlight the launch of our latest product range, Syrox™, a complete and compact waterborne refinish system for passenger cars (p20).

And of course, we celebrate you, our valued customers. From small workshops in regional markets, and commercial vehicle refinishers, to multi-site operators with massive turnovers, and even equipment manufacturers, our customers are as diverse as our product range. We're proud to showcase the varied businesses that use Axalta's range of award-winning products to help them maximise their business success.

Sincerely,

Steven Brett
Managing Director
Axalta Coating Systems



Magazine Contributors

EDITOR IN CHIEF Steven Brett

EDITORIAL COORDINATORS Frederica McCauley & Nancy Lane

COPYWRITERS Sarah Megginson, Pauline Hatch & Nikola Hopkinson

ART DIRECTOR Olivia Grima

CONTACT COORDINATOR Alysse Curran

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BODYSHOP TRAINING

WHY IT'S MORE IMPORTANT THAN EVER TO

Bodyshops are finding it harder to fill apprenticeship placements. The number of trainees dropping out in their first year is alarming. The average age of our tradespeople is 40 - which is why we need to encourage talented young people back into our bodyshops.

The biggest issue surrounding the automotive industry is an outdated perception.

Carl Tinsley, the Autobody Repair and Surface Coatings teacher at TAFE NSW, Campbelltown, says he's seen career advisors urge school students toward university degrees rather than trade apprenticeships.

"There is a perception out there that the automotive trade is a low-paid industry; that it's dirty, low-tech and full of low-IQ workers," says Carl. "But the reality is that these days cars are complex; they're designed by aircraft engineers, and the industry is run by skilled and talented tradespeople."

Adding to the concern for the automotive industry is the recent government funding cuts, which has impacted the education and training of apprentices.

Axalta joins forces with local TAFE

In response, Axalta opened the doors to its state-of-the-art Riverstone training site. By partnering with TAFE NSW, Campbelltown, Axalta has been able to support these young apprentices - a partnership that has achieved incredible results after its first year.

"The average dropout rate for all apprentices is about 50%," says Carl. "But we're finding that with the Axalta course we're having a 90% retention rate. They're being trained in modern technology and modern repair techniques, and they're seeing how all that turns into a well-paying job."



2.

1. Our industry's future is in great hands - the 2016 WorldSkills National Competitors
2. Dusti-Lee Franchi from WA crowned best apprentice Vehicle Painter at the 2016 WorldSkills Australia National competition and has just won Future Leader of the Industry Award.

REVOLUTION

SUPPORT OUR YOUNG TRADESPEOPLE

The Worker Crisis

The automotive industry is in a tradesperson deficit. According to Auto Skills Australia figures, we need **1900 more spray painters** and **2700 more panel beaters** in bodyshops today.

Transforming stereotypes

Passionate about long-term sustainability, Axalta is also taking steps to change the perception of the refinish industry.

“We want to change these misconceptions, and help young people see the opportunities that it presents,” says Axalta’s National Training Manager, Paul Polverino.

“At our Riverstone training centre, we provide the materials, the venue and a trainer to work alongside the TAFE trainer, Carl, and we do it all at no charge,” says Paul. “We want to get alongside these talented young people and show them that it’s a rewarding career, not just a job.”

Young people are motivated by challenges and new skills. An industry that’s more digitally-driven and advanced than ever before, means tradespeople can now upskill through higher certificates and even advanced diplomas.

Women, too, should be encouraged in their interest in the industry. “We’ve got quite a number of female apprentices coming through at the moment and they are outstanding,” says Carl. “A talented young girl was a third-year apprentice and running the paint shop in her workshop, and she went on to represent NSW at WorldSkills – that’s like the Olympics for tradespeople.”

Bodyshops benefit from apprentices

“A bodyshop has the ability to nurture and train a young person to be a highly skilled tradesperson,” says Paul. “I think if they invest in that young person wisely and train him or her well, they’ll have themselves a long term loyal employee – and that is one of the most important things these days.”

Working side by side with tradespeople offers mentoring benefits too. “One of our technical trainers, Shannon Mayne, really took his apprentices under his wing,” says Paul. “It was more than just a training role; he went above and beyond and invested a lot into the kids themselves.”

In an industry that continues to become more technical, more advanced and requires more of its professionals, it’s essential that the automotive industry supports its young talent.

“We need to train them well and secure a future for our industry,” says Paul. “We need to get the message out there so young people can see what a fantastic industry we’re in.”



WorldSkills Australia

As Gold Partner, Axalta proudly supports WorldSkills Australia, a not-for-profit organisation focused on skills excellence in vocational, technological and service oriented careers in Australia.

Do you have what it takes to become the best vehicle painter apprentice in Australia? Register today at www.worldskills.org.au/regionals to compete at this year’s regionals and you could be taking your skills to the 2018 WorldSkills’ national competition in Sydney.

WELCOME TO AXALTA INTERACTIVE



Bringing Augmented Reality (AR) to Axalta's Leading Refinish Coatings Brands

Axalta is the first coatings company in Australia to create its own AR App – Axalta Interactive – complete with its own unique experiences using AR technology.

To adapt, grow and thrive in the modern economy, every industry needs to embrace new technology to ensure it's creating sustainable pathways towards a successful future. At Axalta Coating Systems, innovation is one of our core values; we are committed to unearthing the newest, most efficient and productive technologies so that our customers can make the most of our products and services.

To this end, we have been investing in one of the fastest-growing segments of the digital marketplace: Augmented Reality (AR).

AR enhances the physical, real-world environment by adding digital objects that are viewed through a smartphone or tablet. It is the same technology that is used by some of the world's largest brands, including Pokémon GO®, McDonald's Monopoly® and Coca Cola®.

The free Axalta Interactive App gives users an immersive content experience by hovering a mobile device over the Axalta Interactive logo (marker), which transports you to an exclusive hologram introduction from Axalta, as well as the latest video footage.

"For more than 150 years, Axalta has been driven by a focus on cutting edge technology and meeting the needs of our customers well into the future," said Steven Brett,

Axalta's Managing Director for Australia and New Zealand. "The new Axalta Interactive App uses the latest digital technology to provide a unique and exciting encounter for our customers and visitors. Technology is bringing so much more to the smash repair industry and the introduction to AR through Axalta Interactive, allows us to demonstrate our capabilities."

Watch out for future additions to Axalta Interactive, as we keep at the forefront of technology advancements!



1. Users are given an immersive content experience by hovering a mobile device over the Axalta Interactive logo (marker)

EXPERIENCING AXALTA INTERACTIVE IS EASY:

- 1** Download the Axalta Interactive App from the App Store or Google Play, it is free of charge 
- 2** Once downloaded open the Axalta Interactive App 
- 3** To begin your experience choose from one of the 4 paint tins (Refinish, CV, Industrial or Magazine) 
- 4** A camera view will appear. Point your device over the Axalta Interactive logo featured on this page 

BUILT FOR PERFORMANCE PROMOTION

HELPING AUSSIE KIDS HAVE A BRIGHTER FUTURE

In February, a new marketing promotion, Built for Performance, was launched in support of OzChild, a registered organisation that protects the rights of Australian children. For every promotional kit purchased \$10 will be donated to the charity and due to the overwhelming generosity of our customers the response has simply been incredible.

The promotion will run until the end of April so there is still time to purchase a promotional kit that will put you in the running to win an incredible BMW S 1000 RR valued at \$28,000, including registration, compulsory third party insurance, stamp duty and dealer delivery charges.

Entry into the competition is easy. Simply purchase any promotional kit between 6 February to 30 April 2017, then head to the **Axalta Interactive App** or www.axaltapromotions.com.au to enter the competition.

Kit 1

Purchase any 5L Clear Coat plus Hardener from one of Axalta's signature brands - Standox®, Spies Hecker® or Cromax® **PLUS**, any Sagola® Spray Gun

Kit 2

Subscribe to the SEAMLESS Bodyshop Management program.
6-month subscription = 6 entries
12-month subscription = 12 entries

"We are excited to offer this promotion and thrilled to celebrate this by donating to a great organisation such as OzChild, who build and protect the futures of children and young people across Australia," explained Paul Wake, Axalta Coating Systems' Sales Director. "This has been made possible through the support of our suppliers, Sagola® for spray guns and Pro-Visual who have developed the Axalta Interactive App.

Axalta will be showcasing the bike at the 2017 Collision Repair Expo stand AF28, from 6-8 April.

Good luck!



WIN A BMW S 1000 RR
Valued at \$28,000



CNR AUTOBODY

STREET MACHINE

GETS ITS MUSCLE BACK

1.

Brothers Camille and Romeo Nader are protecting the world by reducing their carbon footprint – but they’re making a big mark restoring much-loved vehicles back to glory.

Passionate about restorations – including restoring vehicles of their own – the Nader brothers have taken on several special projects in the 20 years since they opened CNR Autobody in Bankstown, New South Wales.

The latest triumph for the 18-strong staff, which includes both of their wives, was a 1972 Ford Falcon XA GT, which left the workshop with custom-made parts and panels, and a slick new finish.

“The challenge comes when you strip back the metal and see what’s underneath,” explains Romeo. “You can’t buy these parts anymore, so when they’re rusted out you have to fabricate new ones. It’s a difficult job and you’ve got to be skilled to do it.”

Piece by piece, the experienced team brought the Falcon back to life in five months. “In the old days, these cars were painted acrylic, and they were pretty flat,” Romeo says. “So we finished it with a fine original manufacturer look, using our Standex paints.”

As well as caring for vintage vehicles and gaining a reputation for top-quality insurance repairs, Camille and Romeo have always prioritised environmental initiatives. When they built their workshop 20 years ago, they were already putting green practices into place.

“Right from the beginning, we installed recycling separators and made sure the environment was one of our top priorities, and then later we installed solar panels and LED lighting,” Romeo explains.

In addition to earning an ISO 9001 certification for excellence in quality management, CNR Autobody was granted the Green Stamp Environmental Accreditation for outstanding sustainability practices in 2014.

“We didn’t really have to change much!” laughs Romeo. “We’ve always tried to do what is right to keep the air and the waterways clean, and set a benchmark for everyone to follow.”

Just as it has been a leader in sustainability for two decades, CNR Autobody is ready for future changes in technology and reducing environmental impact. “We will always plan to move forward with the times. You can’t fall behind in this industry,” says Romeo.

Technical Consultant - Jason Nagy
Distributor - All Cars Paint Supplies
Paint System - Standex

- 1. Front premises of CNR Autobody
- 2. The CNR team
- 3. Restored 1972 Ford Falcon XA GT



2.



3.



1.



2.

UNIQUE WORKS OF ART

Germany's Alexander Henkemeier is a renowned custom refinisher specializing in motorbikes, whose designs are characterised by mythological and imaginary figures and sensational colour progressions.

His signature pinstripe technique, using the finest of lines with a paint brush, is legendary. In addition to the skilled quality of his work, Henkemeier's mastery of mixing several different application methods ranging from airbrush, watercolour and hatching techniques is another one of his trademarks.

Henkemeier began his career as a refinisher, but right from the start he was drawn to unusual and special paint jobs. Throughout his career, he has always worked with Standox paints. "With Standox products," he says, "I know that the quality is reliable. And I always get quick

and straightforward technical advice if I have an exceptional order. This service is really important for me."

Around 90 per cent of the customers for Henkemeier's Bielefeld, Germany, company AHA..! Design are Harley Davidson owners, and that comes as no surprise to Henkemeier. "A Harley is not just any motorbike, but an attitude towards life," he explains. "An individual design for the bike is practically a given."

1. Artist Alexander Henkemeier
2. Hand painted helmet and fuel tank
3. Henkemeier's signature pinstripe technique



3.

NEW STANDOTHEK GUIDE FOR SPECIAL EFFECT PAINTS

Car manufacturers love to attract attention to new models with the help of special effect paints. The new Standothek guide on special effect paints, provides many practical examples and tips on how to approach these complex paint repairs.

In many instances, the colour intensity, the effect or the particular gloss level of paint can only be reproduced with the help of a special build-up and process. The new Special Effect Paints Standothek guide, shows in a clear way how to repair different paint finishes in order to achieve an immaculate result. The guides detailed descriptions focus in particular on liquid metallic effects, two-stage paints with tinted clear coats, three-stage effect finishes, four-stage finishes and matt finishes, and always accompanies them with specific OEM paint examples.

Paul Polverino, Training Manager at Axalta knows from experience how tricky these repairs can be. "As soon as a job requires multi-stage basecoats, translucent effect spray passes or tinted clear coats in order to match a colour exactly, it presents a challenge to even the experienced professional," he says. "With its precise information, this new Standothek offers our bodyshop partners practical and reliable support."

The new Special Effect Paints Standothek is available for download from the Standox website at www.standox.com.au/standothek.



1.



2.



1 & 2. The new Standothek provides an easy to understand guide on how to tackle the complex issues associated with special effects paint applications.

BRADY'S BODY WORKS AUSTRALIAN MASTERS OUTRIGGING TEAM

1.

When Mark Brady injured his spine, he never imagined his recovery would lead him to a new passion: outrigging. He's now part of an Australian Masters Outrigging team, and Spies Hecker is supporting him all the way.

Sometimes, the worst thing you ever imagined happening can end up being a blessing in disguise. This is something that Mark Brady, owner operator of Brady's Body Works in Coopers Plains, Queensland, learnt first-hand, after he broke his back in 2013.

"I was in an absolute state – I was in a body brace for six months and I did a lot of physio to get back on my feet. As part of the recuperation I found outrigging and I've been involved with it ever since," Mark explains. "Sometimes, good comes of bad and I have found something now that I have an absolute passion for."

As a second-generation collision repairer after taking over from his father Ray, Mark says his passion for outrigging and his passion for the car repair industry are the ideal match.

"A couple of our canoes needed repairs so I put my hand up for the job. We used Spies Hecker paint to refinish and fully repaint our major racing canoe, then one of my staff airbrushed

it," Mark says. "It really looks the part now. It stands out at race meetings and everyone comments on it."

It also performed well at the world titles, held in Australia from 5-15 May, 2015, when his team made it through to the finals. "We were racing against teams from Brazil, Canada, New Zealand, the Cook Islands and Great Britain," he says. "We didn't win a medal but we made the finals after competing in several heats, and finished 5th in the world – so we were very happy with that."

Technical Consultant - Scott Town

Axalta Services Consultant - Robin Taylor

Distributor - Brisbane Refinish Supplies

Paint System - Spies Hecker



2.



3.

- 1. Mark and the Brady's Body Works team
- 2. The canoes' superior finish is thanks to Spies Hecker
- 3. The Bradys' Body Works' bodyshop

MIAMI SMASH REPAIRS

MELBOURNE MSO MOVES INTO QUEENSLAND

With six premises under his belt, Melbourne's Danny Buzadzic of Western General Body Works (WGBW) was ready to move into new markets. This led him to acquire Miami Smash Repairs on the Gold Coast, marking his first foray into collision repairs in the Sunshine State.

As the owner of Western General Body Works (WGBW) in Victoria, Danny Buzadzic has expanded the business from one site to six locations over the years. With the purchase of prestige repair shop Miami Smash Repairs in Queensland in 2016, he now has seven premises in the business – and that may not be the end of the story.

Michael Kirchner, National MSO Manager at Axalta, says Danny's move into the Queensland market may represent the first of many new interstate premises to be added to the WGBW family.

"He felt it was a good opportunity to stretch his wings into a different state, and he's always on the lookout to expand and grow further into Queensland," Kirchner says.

But for now, Danny is focused on building his Gold Coast business, which specialises in prestige repairs.

They proudly use the Spies Hecker range, in line with their philosophy to "strive for customer satisfaction," and have achieved OEM status with a number of luxury manufacturers, including Jaguar®, Aston Martin®, Mercedes Benz® and Porsche®.

Focusing on the upper end of the market has been a deliberate strategy to ensure longevity in the industry, Danny confirms.

"We want to do good work, have a good name and survive forever," Danny says.

"The prestige market is a good one, with owners willing to pay for quality repairs. We can incorporate our good business systems into Miami, and invest in some new equipment."

As an early adopter of LEAN principles, which are delivered through Axalta Services (previously known as Refinish Performance Management), Danny is confident that Miami Smash Repairs will be the first of several new interstate locations.

While Danny is keen to expand, he's also focusing on making his current premises the best they can be, which includes looking after his employees. For instance, after acquiring Miami Smash Repairs on the Gold Coast, Danny combined his philosophy to reward and build relationships with his staff with his passion for motorcycles, treating his team to a fully guided off-road dirt-bike tour with Cape York Motorcycle Adventures.



CAPE YORK MOTORCYCLE ADVENTURES

Cape York Motorcycle Adventures is a family business, operating fully guided off-road dirt-bike tours in Far North Queensland. Operating since 1990, they are the longest running, motorcycle riding tour operator in Australia and the first to be Eco-Certified. Riders experience the best off-road trails and tracks that the Cape York Peninsula has to offer - it's the real adventure. www.capeyorkmotorcycles.com.au



2.

Business Development Manager - MSO - Michael Kirchner

Technical Consultant - Danielle Allen

Axalta Services Consultant - Robin Taylor

Distributor - Oz Trade Supplies

Paint System - Permahyd Hi-TEC

1. Cape York Motorcycle Adventures in action

2. Danny Buzadzic with Cape York Motorcycle Adventures

SMASH REPAIRS SOLUTIONS SUPERSIZED NEW FACILITY OFFERS CROMAX PRO

Smash Repairs Solutions (SRS) Rapid co-owners Chris Beatty and Paul Anthony, have launched four premises throughout Victoria and south-east Queensland in just six years – and they're not slowing down any time soon!

1.

SRS Rapid has embarked on an aggressive growth path over the last half-decade, growing from one collision repairer to four separate sites.

“SRS Rapid has been in business for almost six years; we started in West Melbourne, Victoria, then branched into another facility in Richmond a few years later,” Chris explains.

“Six months later, we went up to Queensland to assist with hail repairs after some big storms. Afterward, we kept that Woodridge site open and changed its focus from hail repairs to become a collision repairer. We've since proven to IAG that we're the type of people they want to deal with, and have become so busy in Queensland that we opened a new facility in Underwood in July 2016.”

Their new supersized Underwood facility, located south of the Brisbane CBD, is a rapid repairer that processes around 80 cars per week. Their Richmond location is also a rapid repairer, whilst their West Melbourne and Woodridge sites are traditional collision repairers.

The business, which gained a third partner, Amen El Dannaoui, mid-way through 2016, will soon expand into Sydney, with a site set to open this financial year.

“We plan to use the Cromax range with us in Sydney as well,” Chris says.

“I'm really impressed by it. When we first went to Queensland we were told, ‘trust me, you want to go with Cromax’. We painted the first car and I immediately took photos and sent them down to our guys in Melbourne, because I couldn't believe the quality of the paintwork. The finish is great and application is straightforward, which is particularly important in a rapid repair environment.”

“If anyone asks us what paint we use and why, I tell them we use Cromax and it's because of the quality we get and the support we receive; it has never let us down.”



2.

1. Smash Repair Solutions bodyshop
2. Front of Smash Repair Solutions' premises

Technical Consultant - Danielle Allen

Business Development Manager MSO - Michael Kirchner

Axalta Services Consultant - Robin Taylor

Distributor - Brisbane Refinish Supplies

Paint System - Cromax Pro

TOP TECH PANELS

VICTORIA'S BEST MEDIUM SHOP WINNER

1.

Using his 30 years' experience in the industry and extensive skills as a show car refinisher, Top Tech Panels owner Nick Nomikas, has created an award-winning bodyshop with zero rework, supreme quality and a stellar reputation.

Under the ownership of Nick for seven years, alongside wife Julie and eldest son George, Top Tech Panels quickly outgrew its original location and moved to Campbellfield, Victoria four years ago. This new, larger premises – which employs up to 20 staff – became the national winner of Paint & Panel's Best Medium Shop award for Victoria in 2016.

Nick says their win is partly due to the shop's overall appearance and the use of new technology and equipment. "I don't cut corners," Nick explains. "If it's going to make something easier, smoother and more efficient, we're getting it."

But more so, Top Tech Panels' national recognition is due to the quality and care that Nick ensures is granted to each car and customer. This takes the form of quality of workmanship, and quality of workflow.

"We've used Axalta Services for seven years, which is when we switched over to Cromax paints," explains Nick. "We use the procedures, which has the steps that we all follow, and the job sheets for each vehicle to make sure nothing is missed. We don't have problems, and it stops human error."

The end result is a bodyshop that gets it right every time.

"People might not believe me, but we don't have rework," laughs Nick. "When a vehicle leaves our shop, it will only come back because it's had an accident again!"

Strong relationships with the local community are also high on the list of priorities, with Top Tech Panels supporting a number of local clubs, including the Children with Disabilities Junior Summer Sports Camp and Northern Cycling.

In light of its growing reputation, another premises upgrade may be on the cards for Top Tech Panels. "For now, I just look forward to going to work; I thrive on this," says Nick. "I love the feedback from people and working with my staff. I love turning weakness into strength."



2.

Technical Consultant - Martin Steyn

Axalta Services Consultant - Robin Taylor

Distributor - Automotive Paint Supplies

Paint System - Cromax Pro

1. Top Tech Panel's bodyshop reception area
2. Front of Top Tech Panel's premises

CARS AND CASTLES

Restorations and Preservations in New Zealand

In its 55th year of business, Harrow Motor Body Works does so much more than repair cars – it's also helping to preserve a piece of local history.

Located in New Zealand, on the South Island's southeast coast, Harrow Motor Body Works is Axalta's most southern customer.

With the second generation of De Graafs in the business, it's run by three brothers – Steven, Mike and John, who took over the business when their father retired some years ago.

Over the years, the business has evolved and one of the most recent changes has seen the shop switch from solvent to Cromax Pro.

"We've been using Cromax Pro for over a year now and we wouldn't go back – the boys are a lot happier and healthier for it," says Steven De Graafs.

In addition to the health benefits, Steven says the colours are really good.

"The colours are a closer match for modern cars and spray a lot better."

But the De Graafs have other things to keep them busy outside of their shop – preserving the ruins of an old castle along the coastline of their hometown in Dunedin.

Built in the late 19th century, overlooking the Pacific Ocean, Cargill Castle is one of only two castles in New Zealand. Back in 1997 Steven set up the Cargill's Castle Trust, which is now planning to stabilise the ruins.



"We grew up in the area and as kids we used to go up there and play around – it's something we grew up with," Steven says, reminiscing.

1. The Harrow Motor Body Works' team
2. The King of the castle, Steven, Chairman of the Cargill's Castle Trust

Located several kilometres from the castle is Tunnel Beach. The quiet beach inherited its name from the steep tunnel carved into the 60-metre-high cliffs by the original owners of the castle – it's the only way to get there.

Steven has great plans for the site, which includes stabilising the ruins and creating another point of access to the beach - a walking track along the Pacific coastline. Though gaining permissions and obtaining funding could take a while, Steven hopes to open it up to the public in the next few years.



Technical Consultant - Jason Fouche
Axalta Services Consultant - Wayne Houghton
Distributor - Resene Automotive & Light Industrial
Paint System - Cromax Pro



JVS BODYWORKS

STREAMLINED FROM FLOOR TO FINISH

Keen to transform 25 years of experience into a well-oiled business, Jason Gordon and his wife Tracey, implemented Axalta Services two years ago. Today, they own a streamlined workshop with a reputation for impeccable quality.

Located in Renmark, South Australia, JVS Bodyworks caters to a broad clientele, from insurance claims to heavy vehicles, vintage cars and speedway race cars. “We strive to make the repair process as easy and painless for our customers as possible, and deliver a quality job, every time,” says Jason.

Using Axalta Services has helped Jason identify where improvements and cost savings can be made, by analysing data and breaking down the numbers into simple terms.

The toolkit also includes practical methods to attract customers and maximise workflow. In addition, Jason is able to stay current on policy changes through Axalta Services’ up-to-date information.

“Axalta Services has allowed us to better understand our business and workflow,” he explains. One of their productivity processes is limiting restorations to one project at a time, as they are incredibly labour intensive – like the 1970’s Holden Torana the team are currently working on.

“Restorations are extremely rewarding projects,” Jason says. “To watch the transformation process and see the end result is impressive.”

Technical Consultant - Darren Walker
Axalta Services Consultant - Ewan Pettigrew
Distributor - Lakeside Nissan
Paint System - Cromax

ACCIDENT REPAIR MANAGEMENT

Workflow initiative wins Best New Shop Award

Built in 2016, Accident Repair Management’s innovative new premises overcomes workflow issues without impacting quality, winning the father-and-son business duo a coveted Paint & Panel Award.

Establishing his first premises in Mt Druitt 33 years ago, Steve Popovic expanded the Accident Repair Management name by partnering with his son Tommi, to design a “new generation” workshop in Penrith.

Using their own experience, the pair aimed to streamline workflow by overcoming common bottleneck issues and excessive movement of vehicles. The end result is an efficient production line with minimal downtime.

“Now, vehicles only need to move three times throughout the whole process,

and we’ve achieved an almost perfect flow,” Tommi explains. “We’ve got a lot of dust extraction machines, and everything works together so we can minimise time wastage, maximise the quality of the job, and do each process efficiently and quickly.”

The innovative floorplan won Penrith the Best New Shop award, but that doesn’t mean Steve and Tommi are stopping there. Accident Repair Management – which employs a total of 50 staff – will continue to adapt to changes in the industry, from technological to environmental.

“We’re very big on procedures and processes, for example, our entire shop is run via online planning software,” Tommi explains. “We’re working towards other initiatives, and the Green Stamp Accreditation is one we’d like to look at in the future. We’re forward-thinkers, and we’re very passionate about what we do.”



Distributor - Wallaby Crash Supplies
Paint System - Cromax Pro

ADELAIDE HEAVY CRASH REPAIRS



1.

New starters on the road to success with Imron Fleet Line

Since launching less than eight months ago, Adelaide Heavy Crash Repairs has gone from strength to strength, with no signs of slowing down.

Great staff, the right equipment and paint systems seem to be the perfect combination for the South Australian newbie, with business booming exponentially.

Manager, Ben Arnold is thrilled with how Adelaide Heavy Crash Repairs is travelling.

“We’ve only been in business for less than a year and we’re flat out. It’s gone 100 percent better than I expected,” he says.

Specialising in heavy transport crash repairs and being able to assist in truck recoveries, has made them popular with insurance companies and dealerships alike.

As soon as the business launched, Ben got in touch with an Axalta consultant to get Cromax and Imron Fleet Line into the shop.

“The team at Axalta were very helpful and the Cromax and Imron Fleet Line systems have been great. The paint quality is really good and we use a lot of the Imron Line,” Ben says.

The new workshop also features an 18m by 8m Truflow Spray Booth that can fit two full sized trucks at once – making their painting process a whole lot faster.

“We’re slowly building up our shop – we get equipment as we need and grow bigger.”

The team of four has quickly bonded – some have worked together in previous workshops and all have very high standards when it comes to quality of work.

Technical Consultant - Darren Walker
Distributor - All Cars Paint Supplies Adelaide
Paint System - Cromax and Imron Fleet Line

1. Adelaide Heavy Crash Repairs' team
2. Kenworth after restoration



2.

PREMIER TRUCK PAINTERS MAKING THE SWITCH



1.

Brothers John Naismith and Brandon Harvey took over their uncle’s business 18 months ago - and ownership isn’t the only thing that’s changed.

When the brothers took over the small family owned and operated spray-painting business in Perth, Western Australia, they wanted to make some changes.

Specialising in everything from touch-ups through to full custom restorations of large trucks, John and Brandon were keen to improve the paint process and quality and were on the hunt for a superior paint system.

“We were looking for a better brand of paint, something that had better application than what we were using,” says John.

So around the same time as becoming business owners, the brothers got in contact with Axalta for some recommendations.

Enter Imron Fleet Line, Cromax and the newly launched Nason Industrial systems.

“We trialled the systems and were immediately very happy. We’re using less materials, which is saving us money and the quality is great – so it’s working out good!”

And the boys aren’t only pleased with the quality of the paint systems, according to John.

“Can’t fault the service that Axalta give – they’re ready to help at the drop of a hat even on the weekends.”

1. Kenworth T-904 painted with Imron Fleet Line

Technical Consultant - Wade Magatelli
Distributor - Global Autocoat
Paint System - Imron Fleet Line by Cromax



Hurry!
Entries Close
Soon

HELP AXALTA FIND THE BEST VEHICLE RESTORATION

In October 2016 Axalta launched its latest competition Your Ultimate Finish, to find the best restored vehicle in Australia or New Zealand. The response has been incredible and with only one month left there is just enough time to submit your entry.

For car enthusiasts, a restoration is more than just a hobby, it is very much an art form that can take months if not years to achieve the ultimate finish. To celebrate these incredible works of art, Axalta has been running a competition to find the best vehicle restoration. The winning entry will be featured on the front cover of the 20th Issue of The Ultimate Finish, with an accompanying story about the restoration.

Entering the competition is easy and free, requiring the vehicle restorer to send in before and after shots of their vehicle's restoration. Restorations can be of any vehicle, such as

a car, truck, train, motorbike or bus that has been painted with any Axalta Coating Systems' brand. Multiple entries are permitted. Each restoration must have been completed after 1 January 2015.

There are a number of great prizes to win, with the first prize being 20 Gold Class Event Cinema Tickets to share with family, colleagues and friends and a feature in the 20th issue of The Ultimate Finish. There are also two runner up prizes of 20 Year Old Scotch Whiskey each. The competition closes on 1 May 2017.



To enter go to:
axaltapromotions.com.au/ultimate-finish
 Entries will be independently judged by vehicle restoration expert John McCoy-Lancaster. Winners will be announced on Monday, 3 July 2017.
Good luck!



MLS TRUCK REPAIRS MACK RESTORATION

A labour of love

When the opportunity arose to restore a 1965 Mack Truck to its former glory, Matt Stephenson from MLS Truck Repairs eagerly put his hand up. But what started as a simple respray, quickly turned into a large-scale labour of love.

Matt, who has been working in truck repairs and refurbishing all his life, was initially approached about respraying the half-century old vehicle using his preferred paint system, Nason Industrial.

"I've been using Axalta products, including Nason Industrial, for just over five years. I prefer it more than others I've used - for the jobs that we need to use it for, it just works very well," he says.

When he was first approached about this restoration job, it was supposed to be a simple respray. The truck would be celebrating its 50 years with one owner operator - who was none other than Sunny Warby, a famous Hall of Fame truck driver.

"He has become a very dear friend of ours," Matt shares. "My colleague Mick Drew and I commenced the restoration but once we sanded it, we realised there was a lot more work involved to take it back to its original state, when Sunny first bought it in 1965."

Another colleague, Bruce Gunter, arranged fundraising and together with the help from the Historical Club, over \$10,000 was raised to fund the now-mammoth project.

"The money raised was used to buy parts and materials, and the paint was donated by our Axalta distributor, Wallaby Crash Supplies, while Mick and I co-ordinated the rest. Bruce also donated and installed the trim," Matt shares.

"It took Mick and I nearly two years to complete this project, as we did it on our weekends and spare time. We estimate that around \$150,000 worth of work, parts and materials went into it."

The result is nothing short of spectacular and "a truck we are very proud of," he adds. "This was not something where you could take short cuts; it had to be the best job we could do with the resources we had," Matt says. "It was a labour of love."



1.



2.

Technical Consultant - Steven Viney

Distributor - Wallaby Crash Supplies

Paint System - Nason Industrial

1. Sonny Warby standing by his Mack Truck

2. Restored 1965 Mack Truck

TRUFAB GLOBAL

Nason Industrial Delivers a Competitive Edge

Western Australian manufacturer Trufab Global, have tried several paint options for their diverse infrastructural and agricultural machinery, but they struggled to find the durability and quality required. Now, they've finally found the ultimate product in Nason Industrial.

Trufab Global is one of the oldest manufacturers of chaser bins in Australia, with a long history of making steel structures, farming equipment and specialised, custom products.

They are renowned in Perth for producing high quality metal products, though they have produced numerous steel structures for customers throughout Australia, including many of the large storage silos that can be seen in towns throughout the Western Australian wheatbelt.

With a wealth of experience customising and fabricating structural steel products, they service many different industries, including mining, agriculture and infrastructure, explains owner Vince Trewarn.

Several generations of the Trewarn family have been involved in the business, including Vince's father Neville, who originally opened the business.

One deliverable that remains consistent throughout the years is reliability, which was one of the drivers behind Trufab Global adopting the Nason Industrial paint system 18 months ago.

"Being a leader in the market, having a good paint system is a strong selling point for us. A lot of farmers will ask us, 'Is it in 2-pac?' We're able to differentiate ourselves with the Nason Industrial range, and it's a good, consistent and flexible paint to work with," Vince says.

Currently servicing Australian customers, Trufab Global are eyeing off the international market, which is another benefit of Nason Industrial.

"The great thing about Nason is that it doesn't matter if it's 45°C or negative 3°C, it gives the same result," adds Lenny Trewarn, Vince's son.

"It's consistent and it's better than any other 2-pac I've used."

"Being a leader in the market, having a good paint system is a strong selling point for us... We're able to differentiate ourselves with the Nason Industrial range"

1. Grain King chaser bin

Technical Consultant - Wade Magatelli

Distributor - Park Automotive

Paint System - Nason Industrial



CHEMSPEC USA

STRIVING FORWARD UNDER THE AXALTA BANNER

After eighteen months under the wing of Axalta Coating Systems, ChemSpec USA's offering to the Australian and New Zealand refinishing industry is gathering momentum.

The venture has given ChemSpec USA a tremendous opportunity for future growth; as an Axalta Coating Systems' company, ChemSpec USA are now bigger, faster, stronger and better than before. It's an exciting time for customers who will benefit from a new level of commitment and service.

"We've been able to strengthen our partnerships with distributors in Australia and New Zealand and provide better service to our customers. With our new mindset and local support, we are eager to pursue the growth

opportunities that present themselves," said Ron Snow, president ChemSpec USA.

ChemSpec USA offer a range of value-for-money paint systems, including the Metalux[®] Automotive Refinish System and MONTANA[®] BIG SKY[®] Specialty Refinish products. It is a range that allows Axalta to expand its product offering, bringing the best of Axalta and ChemSpec USA to the refinisher.

Prospective customers and distributors can contact ChemSpec USA via: Email, sales@chemspecpaint.com or call Corey Smith on 0419 552 868



SYROX

TURNING THE MIXING ROOM ON ITS HEAD

The newly launched Syrox[®], is the "no fuss" compact waterborne refinish system for passenger cars that caters to bodyshops of all sizes, who want an easy and economical way of working.

Based on new European formulations, Syrox is all about simplicity for the user: when matching a colour, in the mixing room and in the spray booth. With Syrox there are no compromises, not on colour and not on quality. It offers everything refinishers of cars might need, and nothing they don't.

Clear Focus on the Syrox User

Syrox products are economical, simple to learn and are reassuringly familiar to apply.

"Our specially-designed plastic product packaging is a first for the refinish industry," says John Nettleton, Axalta's Product and Colour Manager.

"The special dosing lids allow extraordinarily accurate pouring, even down to the tiniest drop. The easy-to-handle, comfortable bottles come in convenient smaller volume sizes and they have a level indicator window, so you can easily see when you need to re-order, helping to reduce waste. Just shake the bottle before use and you're ready to go!"

Outstanding Colour Competency

What sets Syrox apart, in addition to its complete and compact system, is its extensive and impressive colour tools.

"At the heart of our colour support tools are the Acquire RX Standard spectrophotometer and the Syrox Colour Search database, accessing more than 70,000 global colour formulas to help our users get the right match first time," says Nettleton.

The Syrox website, www.syrox.com.au, has a library of practical demonstration videos, product information, downloadable posters, technical data sheets and other valuable information users might need on a day-to-day basis.



1. The Syrox waterborne range.



AUDURRA®

A9 POLISH FINE GLAZE

Axalta continues to expand its Audurra® product range with the launch of A9 Polish Fine Glaze.

Audurra's A9 Polish Fine Glaze is designed to remove the swirls left behind from your rubbing compound. Applied using a polisher and foam pad, the glaze is designed to temporarily fill and hide fine scratches and swirls in the paintwork of the vehicle. The final result is a high gloss finish, bringing back the vehicle's natural depth of colour.

"The A9 Polish Fine Glaze gives you a deep, long lasting gloss finish that you're looking for in preparing the vehicle for collection," says Axalta Training Manager, Paul Polverino. "A9 is so easy to use, as it has been specifically formulated for use with a polishing machine and pad."

Conveniently available in a 1L pack size, this product can be used in combination with the Audurra A8 All-In-One or other compounds. Audurra A9 and associated foam pads are available for purchase from your local Axalta distributor.

Product highlights at a glance:

- High gloss finish
- Quick and efficient removal of swirl marks
- Excellent for dark colours
- Silicone free






4600 XTREME SPRAY GUN LAUNCHES IN AUSTRALIA



The most technically advanced offering from Sagola "handles like a small sports car, feels like a limousine."

The new Sagola 4600 Xtreme spray gun tackles modern refinishing challenges head-on. Far more than just another spray gun, the 4600 Xtreme is the revolutionary new tool that's delivering the highest levels of quality finish and user comfort.

While it might be the same colour as its predecessor, the cutting edge 4600 Xtreme has been specifically designed to suit today's industry professionals.

"Sagola have worked with users around the globe to refine their latest Xtreme spray gun," explains Paul Polverino, Axalta's National Training Manager. "They've taken on 'the voice of the customer' to help develop the 4600."

The most astounding new feature is its lightweight, ergonomic design, the 4600 is the lightest and most perfectly balanced Xtreme ever!

"The 4600 even has a new centre of gravity, making it amazingly comfortable for both small and large hands," says Polverino. "The new trigger design and internal valve also give the 4600 a completely new feel."

This new trigger design reduces fatigue while still delivering perfect paint uniformity. A new air distribution system creates the finest and smoothest spray yet.

"Brand new nozzles allow for greater fluid flow and distribution, creating easy spraying in a wider range of conditions," says Polverino. "Redesigned air caps give a more controlled fan and perfect application from air pressures as low as 1.5 bar up to 2 bar."

Sagola's spray gun range is still unique in the market. "As usual, the new Sagola 4600 Xtreme has no gaskets or O-rings due to the extreme quality and engineering tolerances used during production," says Polverino.

As for productivity, the automatic paint packing design – made from just one piece – makes cleaning simple and thorough, and avoids accidental breakage of the gland.

Partnered with a 3-year warranty and competitive pricing, the 4600 Xtreme spray gun is a must-have tool in the modern bodyshop.

1. 4600 Xtreme tackles all the challenges of vehicle refinishing head on.



1.



2016 AXALTA SUSTAINABILITY AWARDS

JUDGES VOTE THE "360° - EXPERIENCE" AS THE FUTURE OF BODYSHOP SUSTAINABILITY

The 2016 Paint & Panel Bodyshop Awards held at The Establishment in Sydney on 21 October, saw Zagame Autobody win the prestigious 2016 Axalta Sustainability Award.

Judges, Neil Powell and Sam Street, viewed the Zagame Autobody "360° - Experience" model as a precursor to the bodyshop of tomorrow, today with sustainability at its heart.

Located in Melbourne's former The Age Newspaper printing facility, Zagame's vast premises have allowed them to service all facets of prestigious vehicle ownership from the dealership to the bodyshop. Services such as wheel alignments, car detailing, spot repair, genuine parts storage and refinishing - value-add solutions designed to create peace of mind for the customer and, in turn, lead to future car sales - "Zagame 360° - Experience."

Zagame's pristine shop floor is spacious, adorned with the latest vehicle technology needed to meet the breakneck pace of the prestige market. Each workstation has its own

screen so that staff can access manufacturers' methods. All paint materials are mixed on the scales and costed back to the job. Plus, there's a card operated vending machine for consumables, which speeds up invoicing and keeps a check on inventory.

Other sustainable initiatives include LEAN methods, energy efficient workshop equipment and lighting with PIR sensor and timer in low traffic areas, and an award-winning water recycling plant on site.

There are staff succession plans in place to ensure they are progressing in terms of their knowledge and skill-set, plus partnering with key education facilities to attract apprentices that are coming up through the system.



1. Steve Allison of Zagame Autobody is presented with the Axalta Sustainability Award by Axalta's Steven Brett



MOTOGP™ Memories to Last a Lifetime

Winners Garo Ashikian, Greg Andersen and Darren Ksiazkenwicz of the Axalta Race to Win Competition, had the time of their lives, where food, fun and meeting lifetime heroes was the order of the day at the 2016 Phillip Island MotoGP™.



From 4 July to 31 August 2016 refinish customers who purchased a Café Racer Limited Edition Kit, along with a Clear Coat Kit from one of Axalta's signature refinish brands, were in the running to win return airfares to Phillip Island plus accommodation for two people for the duration of the 2016 Michelin Australian Motorcycle Grand Prix, including VIP Hospitality in the Suzuki Pit Roof Village Gold Suite located above the pits and team garages from 21st-23rd October 2016.

Soaking up the electric atmosphere track-side and by the Pit Lanes, guests were spoilt for choice, as legends Cal Crutchlow and Valentino Rossi battled

it out for prime position. From the unbelievable F/A-18A Hornet twin engine supersonic carrier displays, to meeting motorcycle legends, there wasn't a dull moment.

"The whole experience was absolutely amazing, from the way we were looked after to the group of people we spent time with," exclaimed Greg Andersen, the winner of Spies Hecker group, from Andersen Autobody, Western Australia.

Samantha Andersen of Anderson Autobody was particularly thrilled to have a photo with Eric Bana, and Garo Ashikian of GC Customs was able to not only get signatures of the Suzuki

MotoGP™ Riders, but rubbed shoulders with Keanu Reeves who had his own bikes on display.

It was agreed that the highlight for the group was being able to congratulate MotoGP™ winner Cal Crutchlow in person at the restaurant they were dining in. An incredible time was had by all!





STANDOX

Maroubra Automotive Refinishers
HILLSDALE, NSW



SPIES HECKER

Alstonville Smash Repairs
ALSTONVILLE, NSW

Hargrave Motor Repairs
WATERLOO, NSW

CROMAX

Brazil's Smash Repairs
BOWEN, QLD

Lellmann Crash Repairs
RENMARK, SA



STANDOX

RJP Motor Body Repairs
MOORABBIN, VIC

Wadley's Panel Beaters
ROCKINGHAM, WA

SPIES HECKER

Eric Box Mitsubishi
CASINO, NSW

Eric Marks Refinishers
WHYALLA NORRIE, SA

Garner Automotive
YORKETOWN, SA

Joe Pace's Paint Shop
MACKAY, QLD

Underwood Smash Repairs
BOTANY, NSW



STANDOX

Triple M Holdings
STAPYLTON, QLD

SPIES HECKER

Adelaide Panel Repairs
RICHMOND, SA

Stevens Motors of Laura
LAURA, SA

Warren Simmons Panel Beating
BYRON BAY, NSW

CROMAX

Adroit Panels
CANADIAN, VIC

Autopower Car Paint Centre
BALCATTA, WA

BIP Toyota
BURNSIDE, VIC

Blackmore Smash Repairs
SMYTHES CREEK, VIC

Hurstbridge Motor Body Repairs
HURSTBRIDGE, VIC

Kracka Racing Surfcraft
REDHEAD, NSW

Original Auto Finish
MT WAVERLEY, VIC



STANDOX

Auto Nexus
ROSEHILL, NSW

South Tweed Autos Smash Repairs
TWEED HEADS SOUTH, NSW

SPIES HECKER

GP Alexander & Co
CLAYTON, VIC

Moro & Dooly Accident Repair Centre
KANGAROO FLAT, VIC

Riverland Crash Repairs
BARMERA, SA

Rod Bowen's Prestige Smash Repairs
BLACKTOWN, NSW

CROMAX

Auto Point
BOROKO BADILLI, PNG

Bacich Smash Repairs
HAMILTON HILL, WA

Ceduna Paint & Panel
CEDUNA, SA

Diamond Automotive Refinishers
TEMPE, NSW

Moonta Crash Repairs
NORTH MOONTA, SA

Mt Druitt Auto Body Repairs
MT DRUITT, NSW

Tonsley Crash Repairs
ST MARYS, SA



SPIES HECKER

Kilmore Smash Repairs
KILMORE, VIC

Minarelli Smash Repairs
SOUTH LISMORE, NSW

Northern Smash Repairs
WESTERN JUNCTION, TAS

P&V Panel Works
ALICE SPRINGS, NT

Serges Crash Repairs
PORT PIRIE, SA

Suburban Smash Repairs
ELLENBROOK, WA

CROMAX

Able Taxi Management
MARRICKVILLE, NSW

Brownes Auto Restorations
WINGFIELD, SA

Bumpertech Brisbane
ACACIA RIDGE, QLD

Eastern Creek Smash Repairs
ARNDILL PARK, NSW

EastWest Transport
LAE, MP

Focus Bodyworks
NORTH WYONG, NSW

Gordon Ave Accident Repair Centre
GEELONG, VIC

Guard Dog Security Services
LAE, MP

Menke Smash Repairs
LAMBTON, NSW

Ormeau Paint & Panel
ORMEAU, QLD

TopTech Panels
CAMPBELLFIELD, VIC

AT THE FOREFRONT OF TECHNOLOGY

A
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INTERACTIVE



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**ENSURING EVERY AUSTRALIAN
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Kit 2

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Management program.

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Download from the App Store or Google Play and
scan over the Axalta Interactive logo.

TERMS & CONDITIONS: Competition opens 6 February 2017 and closes 30 April 2017. Permit No. NSW LTPS/17/10866, ACT TP 17/00074, SA T17/84. For more information on how to enter including a list of participating distributors and full terms and conditions, use the **Axalta Interactive App** or visit the website www.axaltapromotions.com.au



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